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Department of
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Foreign
Agricultural
Service

Miscellaneous
Publication
Number 1509

Food & Agricultural

EXPORT DIRECTORY



**United States
Department of
Agriculture**



National Agricultural Library

United States
Department of
Agriculture

Foreign
Agricultural
Service

Food & Agricultural

***EXPORT
DIRECTORY***



ABSTRACT

The Food and Agricultural Export Directory is published for firms engaged in exporting and those that wish to sell U.S. agricultural products in foreign markets. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting agricultural and food products.

Keywords

Agricultural counselors, attaches, and officers; agricultural trade; directory; embassies; exporting; market development cooperators; multilateral organizations; U.S. Government organizations; State departments of agriculture; trade policy; U.S. Department of Agriculture.

Ordering Information

Copies of this directory can be purchased from the National Technical Information Service (NTIS), Tel. (703) 487-4650.

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Corrections

If your telephone/FAX number, address, or title has changed since this edition of the "Export Directory" was prepared, please let us know by sending corrections to:

U.S. Department of Agriculture
Foreign Agricultural Service
Export Directory Changes
Publications Office, 5074-S
Washington, DC 20250-1000
Fax (202) 720-3229

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[December 1995]

INTRODUCTION

The United States is one of the world's largest agricultural exporters, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices. Bulk commodities make up over half of U.S. overseas sales, but significant growth in U.S. exports of consumer food products is expected to continue during the 1990's. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this demand.

FOREIGN AGRICULTURAL SERVICE

The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) conducts programs around the globe to develop, maintain, and expand markets for U.S. agricultural commodities. FAS coordinates a global system for gathering and assessing information on world agriculture and trade. This enables American farmers to market abroad advantageously and it helps consumers obtain food products they need from other countries. FAS also coordinates activities related to the development and expansion of export markets.

The address for FAS offices in Washington, DC, is:

U.S. Department of Agriculture
Foreign Agricultural Service
Washington, DC 20250-1000

The central FAX for FAS is (202) 690-2159.

		Area code (202)
Administrator	August Schumacher, Jr.	720-3935 FAX 690-2159
Associate Administrator	Timothy J. Galvin	720-5691 FAX 690-2159
General Sales Manager	Christopher Goldthwait	720-5173 FAX 690-1595

Trade Assistance and Promotion Office

The Trade Assistance and Promotion Office serves as an initial point of contact for agricultural exporters who need assistance and foreign market information.

Director	Margaret Thursland	720-7420 FAX 690-4374
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Commodity and Marketing Programs

FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. agricultural product entering world trade is promoted by one of FAS's market development activities, which cover more than 80 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotion and trade servicing operations.

Commodity analysts provide estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy production. These efforts are supported by data gathered through remote sensing techniques as well as weather-related analyses of foreign crop conditions.

Commodity experts and economists analyze attache reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to the public.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

		Area Code (202)
Deputy Administrator	Philip L. Mackie	720-4761 FAX 690-3606
Assistant Deputy Administrator	Robert Riemenschneider	720-7791
Assistant to the Deputy Administrator	Beverly Simmons	720-9059
<i><u>Dairy, Livestock, and Poultry Division</u></i>		
Director	John Reddington	720-8031 FAX 720-0617
Deputy Director for Marketing	Robert Wicks	720-3899
Deputy Director for Analysis	Max Bowser	720-1350
<i><u>Forest Products Division</u></i>		
Director	J. Lawrence Blum	720-0638 FAX 720-8461
Deputy Director for Marketing	Elizabeth Callanan	720-0638
Deputy Director for Analysis	David B. Young	720-1296
<i><u>Grain and Feed Division</u></i>		
Director	Vacant	720-6219 FAX 720-0340
Deputy Director for Marketing	Francine Radler	720-4168
Deputy Director for Analysis	Lloyd Fleck	720-4933

AgExport Services Division

Director Suzanne Hale 720-6343
FAX 690-4374

Horticultural and Tropical Products Division

Director Frank Piason 720-6590
FAX 720-3799

Deputy Director for Marketing Robert Tisch 720-7931

Deputy Director for Analysis Howard Wetzel 720-3423

Marketing Operations Staff

Director Sharon McClure 720-4327
FAX 720-8461

Oilseeds and Products Division

Director H. Finn Rudd 720-7037
(Acting) FAX 720-7670

Deputy Director, Analysis H. Finn Rudd 720-0472

Deputy Director, Marketing W. Lynn Abbott 720-8809

Productions Estimates and Crop

Assessment Division

Director Edwin I. Cissell 720-0888
FAX 720-8880

Tobacco, Cotton, and Seeds Division

Director Kenneth E. Howland 720-9516
FAX 690-1171

Deputy Director for Marketing Lana Bennett 720-9488

Deputy Director for Analysis Lana Bennett 720-9487
(Acting)

Export Credits

The Public Law 480 (Food for Peace) Program

Title I of Public Law 480 (also called the Food for Peace Program) authorizes USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms. Title I concessional sales provide low-interest, long-term credit to foreign governments. U.S. suppliers are paid by the Commodity Credit Corporation (CCC) upon delivery of the commodities onboard vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. The foreign government repays the loan to the CCC.

In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the Public Law 480 Operations Division oversees the purchasing and shipping of commodities. In addition, under Title II of Public Law 480, the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donation to foreign countries in cases of natural disasters or other crises and in support of nutritional feeding programs. Over two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development.

CCC Commercial Financing

Export Credit Guarantee Programs provide U.S. agricultural exporters or financial institutions a guarantee that they will be repaid for short- and intermediate-term commercial export financing provided to foreign buyers. These programs protect against commercial or noncommercial risk if the importer's bank fails to make payment. Under one program, the CCC will guarantee credit terms of up to 3 years. Under another, credit terms from 3 to 10 years are guaranteed.

The programs operate in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financial institutions would be unwilling to provide financing without CCC's guarantees. The CCC Operations Division administers these programs.

Other Programs

Section 416 of the Agricultural Act of 1949, as amended, provides for the donation of CCC-owned surplus dairy products and grains to needy people overseas through public and private nonprofit voluntary agencies and foreign governments.

		Area Code (202)
General Sales Manager	Christopher Goldthwait	720-5173 FAX 690-1595
Deputy Assistant Administrator	Mary Chambliss	720-6301 FAX 690-0727
<i>Emerging Democracies</i> Director	James O'Meara	720-0368 FAX 690-4369
Deputy Director for CIS	Allan Mustard	720-0368
Deputy Director for Emerging Democracies	Douglas Freeman (Acting)	720-0366

CCC Program Support Division

Director Ira Branson 720-3573
FAX 690-0727

Program Development Division

Director Kerry Reynolds 720-4221
FAX 690-0251

Area Manager, Europe and the FSU James Higgiston 720-5319

Area Manager, Latin America
Caribbean, and Oceania Chad Russell 720-0625

Area Manager, Asia, Africa and
Middle East Lynne Reich 720-4216

CCC Operations Division

Director Lawrence McElvain 720-6211
FAX 720-0938

Deputy Director Robert Simpson 720-6211

Chief, Credit Sales
Registration Branch Richard Godsey 720-3224

Chief, Export Programs
and Reports Branch James Warden 720-2150

Chief Negotiator, Export Sales
and Program Operations Branch Donald Street 720-5540

Chief, Export Program Survey
and Review Branch William Hawkins 690-1635

P.L. 480 Operations Division

Director Constance Delaplane 720-3664
FAX 720-6208

Chief, Vessel Approval Branch Judith Demetriades 720-6711

Chief, Title I Commodities Branch Patrick Lyons 720-5780

Leader, Rate Analysis and
Statistics Area Maxine McNeal 720-7736

**Foreign
Agricultural
Affairs**

The Office of Foreign Agricultural Affairs (FAA) manages the overseas arm of FAS, which consists of more than 250 permanent U.S. and foreign national employees around the world. FAA also coordinates visits of foreign dignitaries to the Office of the Secretary in Washington, DC.

Agricultural counselors, attaches, trade officers, and other FAS personnel are assigned to over 80 embassies and consulates around the world and provide coverage of more than 130 countries. These officers gather and interpret global information important to U.S. agricultural trade, including information on production, consumption, trade, agricultural and trade policy, and other factors that affect demand for U.S. products. In addition, these officers represent U.S. agricultural and trade policy interests to host governments and businesses.

Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of Agricultural Trade Offices (ATO's) in major centers of commerce throughout the world. This law requires a minimum of 6 and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States. ATO's are located in China (Beijing and Guangzhou), Germany, Hong Kong, Japan (Tokyo and Osaka), Korea, Mexico, Nigeria, Saudi Arabia, Singapore, United Arab Emirates, and Taiwan.

		Area Code (202)
Deputy Administrator	Norval Francis (Acting)	720-6138 FAX 720-6063
Assistant Deputy Administrator	Norval Francis	720-3253
Assistant to the Deputy Administrator	Robert Tetro	720-6878
Africa, Near East and South Asia	Larry Panasuk	720-7053
Northern Europe	Gordon Nicks	720-3080
Southern Europe	Philip Letarte	720-6725
South and Southeast Asia and Pacific	Weyland Beeghly	720-2690
North Asia	Robin Tilsworth	720-3080
Western Hemisphere	Edwin Bauer	720-3221

International Trade Policy

International Trade Policy coordinates USDA’s role in negotiating and maintaining international agreements that expand world trade in U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations; monitoring U.S. import quotas for farm products; meeting USDA responsibilities concerning international trade; and supporting the office of the U.S. Trade Representative in trade negotiations. In addition, market development activities are supported by providing economic data and analysis on tariff rates, nontariff barriers, and trade conditions.

International Trade Policy also collects and publishes weekly outstanding sales and accumulated export data. All exporters of U.S.-produced agricultural commodities are required by law to report their sales and associated exports by commodity and country. (Commodities included are barley, cattle hides and skins, corn, all upland cotton, American pima cotton, flaxseed, linseed oil, oats, rice, rye, soybean cake and meal, soybeans, wheat, and wheat products.)

The Office of Food Safety and Technical Services (FSTS) coordinates activities and responds to issues related to food safety regulations and barriers that affect the international trade of U.S. agricultural products. The office serves as the primary contact for U.S. companies’ inquiries related to foreign product labeling and food standards, sanitary/phytosanitary regulations, pesticide residues, commodity quality and quantity complaints, and other technical requirements for U.S. products imported into foreign countries.

		Area Code (202)
Assistant Administrator	Richard B. Schroeter	720-6887 FAX 720-0069
Deputy Assistant Administrator	Ken Roberts	720-4055
<i><u>Asia, Africa and Eastern Europe Division</u></i>		
Director	Patricia Sheikh	720-1289 FAX 720-0069
<i><u>Import Policies and Trade Analysis Division</u></i>		
Director	Carol Harvey	720-2916 FAX 720-0876
<i><u>Office of Food Safety and Technical Services</u></i>		
Director	Lloyd S. Harbert	720-1301 FAX 690-0677
<i><u>Multilateral Trade Policy Affairs Division</u></i>		
Director	Geoffrey Wiggin	720-1312 FAX 720-1139
<i><u>Trade and Economic Analysis Division</u></i>		
Director	Randy Zeitner (Acting)	720-1294 FAX 720-7772
<i><u>Western Europe and Inter-America Division</u></i>		
Director	Margaret K. Ting	720-1340 FAX 720-3799

Publications

The Foreign Agricultural Service issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

AgExporter

This monthly magazine for U.S. businesses selling farm products overseas provides tips on exporting, descriptions of markets with the greatest sales potential, and information on export assistance available from the USDA. Concise articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Every month, regular news departments provide short wrap-ups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities around the world.

is \$34 domestic; \$42 foreign. Order from the National Technical
, Tel (703) 487-4650.

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reports provide agricultural exporters with timely, reliable information
ers, changing consumer preferences, foreign trade policies, and the
land situation in countries around the world. World agricultural
special FAS export services for the food and agricultural trade are

through subscription from the National Technical Information Service.
blank, write to the Information Division, Foreign Agricultural Service,
ture, Room 5920-South Building, Washington, DC 20250-1000.

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ovides timely reporting of outstanding sales and accumulated exports of
ities. This report, based on information submitted by private U.S.
bscription or electronically. Interested readers may subscribe directly
l Information Service for a fee of \$175.00 (domestic) and \$320.00
available electronically within minutes of its release through the
ormation Delivery Service, Tel: (202) 720-9045. Selected information
lletin Board FAX," operated by the Export Sales Reporting Branch.
, set your FAX machine for polling and dial (202) 720-7772.

These reports announce agreements and allocations for farm exports covered under the Public Law 480 (Food for Peace) Program, the GSM-102 and GSM-103 Export Credit Guarantee Programs, the Export Enhancement Program (EEP), and the Market Promotion Program. For 24-hour information on export credit guarantee activities, call (202) 472-1621. All FAS press releases issued each day are available through a FAX system. To receive the releases, callers should dial (202) 720-1728 and set their FAX machine for polling.

The FAS Home Page

The Department of Agriculture's Foreign Agricultural Service has a "home page" on the Internet's World Wide Web. The FAS home page is linked to USDA's home page. The Universal Resource Locator (URL) or address on the World Wide Web for the FAS home page is: <http://www.usda.gov/fas>.

Services to Exporters

Links from the World Wide Web to the FAS home page provide access to more than 3,000 fact sheets, commodity reports, publications, export and import data files, regulations, charts, attache reports, trade show information, and other documents. In addition to a handy Search button to search on every file and/or word of the home page, there are additional search routines for easy access to documents such as reports from agricultural attaches.

The AgExport Connections office provides information services to help expand and promote agricultural exports. Its "AgExport Action Kit" describes services such as Trade Leads, Buyer Alert, and listings of foreign buyers to help U.S. food and agricultural exporters. To obtain information on these services to exporters, contact:

AgExport Connections
Room 4939, South Building
USDA-FAS
Washington, DC 20250-1000

Tel: (202) 720-7103
FAX: (202) 690-4374

Trade Leads

FAS offices around the world send inquiries from overseas buyers looking for U.S. products to FAS in Washington, DC. FAS then disseminates from 2,500 to 4,000 Trade Leads domestically each year. Trade Leads may be obtained in five ways:

- **Trade Leads FAX Service:**
Trade Leads are available each week by polling the AgExport FAX machines. Trade Leads are grouped by commodity. To request information on how to access the Trade Leads FAX service, FAX AgExport Connections at (202) 690-4374.
- **Trade Leads Bulletin:**
All Trade Leads are published in a weekly bulletin titled AgExport Trade Leads. The bulletin also highlights upcoming trade shows and foreign trade developments throughout the world. The subscription fee for AgExport Trade Leads is \$75 per year. To subscribe, send a check payable to "USDA-FAS" to:

AgExport Connections
USDA-FAS
Ag Box 1052
Washington, DC 20250-1052

Tel: (202) 690-3416
FAX: (202) 690-4374

- **Electronic Trade Leads:**
The fastest, simplest method for receiving trade leads is to access the AgExport polling fax system each week using your own fax machine. The information is free. You pay only the cost of the call. Five fax machines cover various product categories:

Machine 1 (202) 690-2088 Condiments, candy, beverages, and other specialty foods.

Machine 2 (202) 690-1753 Grains, grain products, pulses, and animal feeds.

Machine 3 (202) 720-5165 Fruits and vegetables (fresh, processed, packaged, and juices), nuts, meats, poultry, seafood, and dairy products.

Machine 4 (202) 720-8980 Oilseeds and products, oils, live animals, animal byproducts, tobacco, cottons, seeds for planting, nursery stock, cut flowers, and lumber products.

Machine 5 (202) 205-2963 All trade leads.

For a detailed list of the commodities and products included in each category, contact AgExport Connections at the address listed previously.

- Trade leads also are available on the U.S. Department of Commerce's Economic Bulletin Board. For subscription information, contact: U.S. Department of Commerce, Office of Business Analysis, HCHB Room 4885, Washington, DC 20230. Tel. (202) 482-1986 or FAX (202) 482-2164.
- Trade leads can also be found on the FAS home page on the internet. The url is <http://www.usda.gov/fas>.

Many media outlets also publish trade leads in various paper and electronic forms.

Foreign Buyer Lists

The AgExport Connections staff maintains a database of approximately 13,000 foreign firms from over 70 countries. These foreign firms have expressed interest in importing specific U.S. food and agricultural products. U.S. firms may obtain lists to match their products with prospective foreign buyers. The Foreign Buyer Lists provide company name, contact, address, telephone, FAX, and/or Telex numbers (where available). The lists may be ordered for a specific commodity for the entire world, or by country for all commodities. In addition, Foreign Buyer Lists may be processed on Cheshire or gummed labels.

International Trade Shows

FAS organizes U.S. pavilions in major international food shows throughout the world. For a fee, participants receive individual booths, access to a trade lounge, advance publicity, product shipment, and customs clearance for the show. For a trade show calendar, call (202) 720-7937.

International Cooperation and Development

Through the International Cooperation and Development (ICD) program area, FAS helps USDA agencies, universities, and others enhance U.S. agriculture's global competitiveness and helps increase income and food availability in developing countries by mobilizing expertise for agriculturally led economic growth.

		Area Code (202)
Deputy Administrator	Lynnett Wagner	690-0776 FAX 720-6103
<i><u>International Organizations Division</u></i>		
Director	David Winkelmann	690-1801 FAX 690-1841
<i><u>Food Industries Division</u></i>		
Director	Frank Fender	690-3737 FAX 690-0349
<i><u>Development Resources Division</u></i>		
Director	Arlene Mitchell	690-1924 FAX 690-0952
<i><u>Research and Scientific Exchange Division</u></i>		
Director	Whetten Reed	690-4872 FAX 690-0892

**U.S. Agricultural
Representatives
Abroad**

Sample Mailing Address

The following list provides information on how to contact U.S. agricultural attaches, counselors, and trade officers stationed overseas. Below are samples of how to address mail to an overseas post, using the agricultural attache at the American Embassy in Jakarta as an example:

APO/FPO Address

Agricultural Attache
American Embassy, Jakarta
APO AP 96520

Pouch Address

Agricultural Attache
American Embassy, Jakarta
U.S. Dept. of Agriculture, FAS
Washington, DC 20250-6000

International Address

Agricultural Attache
American Embassy
Medan Merdeka Selatan 5
Jakarta
INDONESIA

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Algeria, Algiers American Embassy 12A Rue Mohamed Khoudi Prolonge Lotissement Benduadah-El Biar Tel: (011-213-2) 69-31-17 or 69-18-54 Telex: 61484 USAGR DZ FAX: (011-213) 269-3772 Workweek: Saturday - Wednesday	Agricultural Trade Officer	Algiers U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Argentina, Buenos Aires (also Uruguay and Paraguay) American Embassy 4300 Colombia, 1425 Capital Federal Tel: (011-54-1) 777-4533 Direct Line: (011-54-1) 777-1593 Telex: 18156 AMEMBAR FAX: (011-54-1) 777-3623	Agricultural Counselor	American Embassy APO AA 34034-0001
Australia, Canberra American Embassy Moonah Place Yarralumla, A.C.T. 2600 Tel: (011-61-6) 270-5854 Telex: AA62104 USAEMB FAX: (011-61-6) 273-1656	Agricultural Counselor	Agricultural Affairs PSC 277 APO AP 96549
Austria, Vienna (also Hungary and Czech Republic) American Embassy Boltzmannngasse 16, A-1091 Tel: (011-43-1) 313-39 Telex: 114634 FAX: (011-43-1) 310-82-08	Agricultural Counselor	American Embassy Department of State Washington, DC 20521-9900
Bangladesh, Dhaka American Embassy 10, Dilkusa C.A. Jiban Bima Bhaban Tel: (011-880-2) 862-550/ 833-532 Telex: 642319 AEDKA BJ FAX: (011-880-2) 834-909 Workweek: Sunday - Thursday	Agricultural Counselor (Resides in New Delhi)	Dhaka U.S. Dept. of Agriculture-FAS Washington, DC 20250-6000

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Belgium, Brussels (also Luxembourg) American Embassy 27 Blvd. du Regent B-1000 Brussels Tel: (011-32-2) 513-3830 Telex: 846-21336 FAX: (011-32-2) 280-1801	Agricultural Counselor	American Embassy APO AE 09724
Belgium, Brussels U.S. Mission to the European Communities (USEC) 40 Blvd. du Regent Brussels 1000 Tel: (011-32-2) 513-3830 Telemail: AGBRUSSELSUSEC FAX: (011-32-2) 511-0918	Agricultural Minister-Counselor	American Embassy FAS/USEC, PSC 82, Box 002 APO AE 09724
Brazil, Brasilia (also Paraguay) American Embassy Avenida das Nocoas, Lote No. 3 Tel: (011-55-61) 321-7272 Direct Line: 226-3159 Telemail: AGBRASILIA FAX: (011-55-61) 225-9136	Agricultural Counselor	American Embassy Unit 3500 APO AA 34030
Brazil, Rio de Janeiro American Consulate General Avenida Presidente Wilson, 147 Rio de Janeiro, RJ 20030 Tel: (011-55-21) 292-7117 Direct Line: (011-55-21) 240-5759 Telemail: AGRIODEJANEIRO FAX: (011-55-21) 533-0714	Agricultural Officer (Resides in Brasilia)	American Consulate General Unit 3501 APO AA 34030
Brazil, Sao Paulo American Consulate General U.S. Trade Center Edifício Eloy Chaves Avenida Paulista 2439 Tel: (011-55-11) 881-6511 Telex: 011-25274 FAX: (011-55-11) 883-7535 ATTN: Agricultural Officer	Agricultural Officer	American Consulate General Unit 3502 APO AA 34030

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Bulgaria, Sofia American Embassy, Sofia National Palace of Culture #1 Bulgaria Square, 5th Floor Tel: (011-359-2) 88-48-01 Telex: 22690 BG FAX: (011-359-2) 80-35-68	Agricultural Counselor	American Embassy-Sofia Unit 25402 APO AE 09213
Canada, Ottawa American Embassy 100 Wellington Street KIP 5T1 Tel: (1-613) 238-5335, ext. 267 Telemain: AGOTTAWA FAX: (1-613) 233-8511	Agricultural Minister-Counselor	American Embassy P.O. Box 5000 Ogdensburg, NY 13669-0430
Chile, Santiago American Embassy Avda. Andres Bello 2800 Providencia, Santiago Tel: (011-56-2) 330-3313 Telex: 240062 USA-CL FAX: (011-56-2) 330-3203	Agricultural Attache	American Embassy Unit 4118 APO AA 34033
China, People's Republic of, Beijing 8-26, China World No. 1, Jianguomenwaiae Tel: (011-86-10) 532-3431, ext. 275 Direct Line: (011-86-20) 532-3831 Telex: 74U0483 AGBEI UC FAX: (011-86-10) 532-2962	Agricultural Counselor	Agricultural Affairs Office American Embassy PSC 461, Box 50 FPO AP 96521-0002
China, People's Republic of, Beijing 8-26, China World No. 1, Jianguomenwaiae Tel: (011-86-10) 505-4375/4376 FAX: (011-86-10) 505-4574	Agricultural Trade Officer	U.S. Embassy PSC 461, Box 50 FPO AP 96521-0002
China, People's Republic of, Guangzhou American Consulate General China Hotel Office Tower Room 1259, Liu Hua Lu Road Tel: (011-86-20) 666-33-88, ext. 1283 Direct Line: (011-86-20) 667-7553 Telex: 44888 CHLGZ CN FAX: (011-86-20) 666-0703	Agricultural Trade Officer	U.S. Consulate (Guangzhou) PSC 461, Box 100 FPO AP 96521-0002

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Colombia, Bogota American Embassy Calle 38 #8-61 Tel: (011-571) 320-1300 Direct Line: (011-571) 287-4556 Telex: 44843 FAX: (011-571) 287-3427	Agricultural Attache	American Embassy-AGR Unit 5119 APO AA 34038
Costa Rica, San Jose (also Nicaragua) American Embassy Frente Al Centro Commercial De Pavas Tel: (011-506) 220-3939 Direct Line: (011-506) 231-6483 FAX: (011-506) 232-7709	Agricultural Attache	American Embassy APO AA 34020
Cote D'Ivoire, Abidjan (also Guinea, Liberia, Senegal, Sierra Leone, and Zaire) 5 Rue Jesse Owens, 01 B.P. 1712 Tel: (011-225) 210-979, ext. 354 Direct Line: (011-225) 213-996 Telex: 23660 FAX: (011-225) 223-259	Agricultural Attache	Abidjan U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Denmark, Copenhagen (also Norway) American Embassy Dag Hammarskjolds Alle 24 Tel: (011-45-31) 423-144 Telemail: AGCOPENHAGEN FAX: (011-45-35) 430-278	Agricultural Counselor	American Embassy, FAS APO AE 09716
Dominican Republic, Santo Domingo (also Haiti and Jamaica) American Embassy Calle Cesar Nicolas Penson and Leopoldo Navarro Tel: (1-809) 221-2171 (or dial international operator at 9-00 for help) Direct Line: (1-809) 688-8090 Telex: 3460013 FAX: (1-809) 685-4743	Agricultural Counselor	American Embassy APO AA 34041

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Ecuador, Quito American Embassy 120 Avenida Patria Tel: (011-593-2) 562-890 Direct Line: (011-593-2) 529-088/564-147 Telex: 239-USICA Q ED FAX: (011-593-2) 506-283	Agricultural Attache (Resides in Lima)	American Embassy, Quito Unit 5336 APO AA 34039-3420
Egypt, Arab Republic of, Cairo (also Jordan, Lebanon, and Syria) American Embassy 8 Kamal El-Din Salah Street Garden City Tel: (011-20-2) 355-7371, ext. 2388 Direct Line: (011-20-2) 357-2388 Telex: 93773 AMEMB UN FAX: (011-20-2) 356-3989 Workweek: Sunday - Thursday	Agricultural Counselor	American Embassy/FAS Box 22 APO AE 09839
France, Paris American Embassy 2 Avenue Gabriel 75382 Paris Cedex 08 Tel: (011-33-1) 4312-2222, Direct line: (011-33-1) 4312-2329 Telex: 650-221F FAX: (011-33-1) 4312-2662	Agricultural Counselor	American Embassy-AGR Unit 21551, Box A-218 APO AE 09777
Germany, Bonn American Embassy Deichmannsaue 29 5300 Bonn 2 Tel: (011-49-228) 3391 Direct Line: (011-49-228) 339-2133/2274 Telex: 885-452 FAX: (011-49-228) 334-697	Minister-Counselor	American Embassy—Bonn PSC 117, Box 385 APO AE 09080
Germany, Hamburg American Consulate General Grosse Theaterstrasse 42 D-2000, Hamburg 36 Tel: (011-49-40) 4146-0730 Telex: 2163970 ATO D FAX: (011-49-40) 4146-0720	Agricultural Trade Officer	AmConGen—Hamburg Department of State Washington, DC 20521-5180

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Great Britain and Northern Ireland (See United Kingdom)		
Greece, Athens (also Cyprus and Israel) American Embassy 91, Vasilissis Sofias Avenue GR-101 60 Athens Tel: (011-30-1) 721-2951 Direct Line: (011-30-1) 643-1289 Telex: 21-5548 FAX: (011-30-1) 721-5264	Agricultural Counselor	American Embassy PSC 108, Box 7 (AGR) APO AE 09842
Guatemala, Guatemala City (also Belize, El Salvador, and Honduras) American Embassy Avenida la Reforma 7-01 Zona 10 Tel: (011-502-2) 311-541 Direct Line: (011-502-2) 324-030 FAX: (011-502-2) 318-293	Agricultural Attache	American Embassy-AGR APO AA 34024
Hong Kong American Consulate General 18th Floor, St. John's Building 33 Garden Road Tel: (011-852) 2841-2350 Telemail: ATOHONGKONG FAX: (011-852) 2845-0943	Agricultural Trade Officer	American Consulate General PSC 464, Box 30 FPO AP 96522-0002
Hungary, Budapest American Embassy V. Szabadsag Ter 12 Tel: (011-36-1) 142-4160 Telex: 22 7136 FAX: (011-36-1) 142-2529	Agricultural Counselor (Resides in Vienna)	Office of Agricultural Affairs AE Budapest Unit 25402 APO AE 09213-5270
India, New Delhi (also Sri Lanka and Bangladesh) American Embassy Shanti Path Chanakyapuri 110 021 Tel: (011-91-11) 611-3033, ext. 2357 Telex: 031-82065-USEM-IN FAX: (011-91-11) 688-5608	Agricultural Counselor	New Delhi U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Indonesia, Jakarta Medan Merdeka Selatan 5 American Embassy Tel: (011-62-21) 360-360, ext. 2161 Telex: 44218 AMEMB JKT FAX: (011-62-21) 380-1363	Agricultural Attache	Office of Agricultural Affairs American Embassy, Box 1 APO AP 96520-0001
Ireland, Dublin American Embassy 42 Elgin Road Ballsbridge Tel: (011-353-1) 668-8777/7122 Telex: 93684 FAX: (011-353-1) 668-7423	Agricultural Minister-Counselor (Resides in London)	Dublin U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Israel, Tel Aviv American Embassy 71 Hayarkon Street Tel: (011-972-3) 517-4338 Telex: 33376/371386 USFCS IL FAX: (011-972-3) 510-2565	Agricultural Counselor (Resides in Athens)	Office of Agricultural Affairs PSC 98, Box 100 (AGR) APO AE 09830
Italy, Milan (also Albania) American Consulate General Via Principe Amedeo 20121 Milano Tel: (011-39-2) 290-351 Telex: 330208 FAX: (011-39-2) 659-9641	Agricultural Officer	American Embassy/AGR PSC 59, Box 100 (M) APO AE 09624
Italy, Rome (also Malta) American Embassy Via Veneto 119/A 00187-Rome Tel: (011-39-6) 46741 Direct Line: (011-39-6) 46742-307/362 Telex: 622322 AMBRMA FAX: (011-39-6) 478-87-008	Agricultural Counselor	American Embassy-AGR PSC 59, Box 100 APO AE 09624
Italy, Rome U.S. Mission to the UN Agencies for Food and Agriculture/FODAG Via Aurelia 294/A, 00165 Rome Tel: (011-39-6) 4674-3511 Direct Line: (011-39-6) 290-352-59 FAX: (011-39-6) 4788-7047	Agricultural Attache for Food and Agricultural Affairs	American Embassy/ FODAG-AGRIC PSC 59, Box 100 APO AE 09624

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Japan, Tokyo American Embassy 105 Akasaka, 1-Chome Minato-ku, Tokyo 107 Tel: (011-81-3) 3224-5000 Direct Line: (011-81-3) 3224-5102 Telex: 2422118 FAX: (011-81-3) 3589-0793	Agricultural Minister-Counselor	American Embassy Unit 45004, Box 226 APO AP 96337-0001
Japan, Tokyo American Embassy Tameike Tokyu Building 1-14 Akasaka, 1-Chome Minato-ku, Tokyo 107 Tel: (011-81-3) 3224-5115 Telemail: AGTOKYO FAX: (011-81-3) 3582-6429	Agricultural Trade Officer	Agricultural Trade Office American Embassy Unit 45004, Box 241 APO AP 96337-5004
Japan, Osaka-Kobe 2-11-5, Nishi-tenma Kita-ku, Osaka 530 Japan Tel: (011-81-6) 315-5904 Telex: 5233037 FAX: (011-81-6) 305-5906	Agricultural Trade Officer	American Consulate General/ATO Unit 45004, Box 239 APO AP 96337-0002
Kenya, Nairobi (also Malawi, Tanzania, and Zambia) American Embassy P.O. Box 30137 Moi Avenue and Haile Selassie Tel: (011-254-2) 334-141, ext. 268 Telex: 22964 FAX: (011-254-2) 340-838	Agricultural Attache	American Embassy Unit 64100, Box 351 APO AE 09831-4100
Korea, Seoul American Embassy 82 Sejong-Ro Chongro-ku Tel: (011-82-2) 397-4297 Telex: 7400237 AGSOL UC FAX: (011-82-2) 738-7147	Agricultural Minister-Counselor	American Embassy Unit 15550 APO AP 96205-0001

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Korea, Seoul American Embassy 146-1, Susong-dong Chong-ku, Seoul 110-140 Tel: (011-82-2) 397- 4188 Telex: 7400238 KSATO UC FAX: (011-82-2) 720-7921	Agricultural Trade Officer	Agricultural Trade Office-Seoul Unit 15550-0001 APO AP 96205-0001
Malaysia, Kuala Lumpur American Embassy 376 Jalan Tun Razak P.O. Box 10035 50700 Kuala Lumpur Tel: (011-60-3) 248-9011 Telemail: AGKUALALUMPUR FAX: (011-60-3) 242-1866	Agricultural Attache	U.S. Embassy—Kuala Lumpur Agricultural Attache-KL APO AP 96535-5000
Mexico, Mexico City, D.F. American Embassy Paseo de la Reforma 305 Colonia Cuauhtemoc Tel: (011-525) 211-0042 Telex: 017-73-091/017-75-685 FAX: (011-525) 208-2115	Minister-Counselor	American Embassy P.O. Box 3087 Laredo, TX 78044-3087
Mexico, Mexico City, D.F. Parque Virreyes Building Monte Pelvoux No. 220 Colonia Lomas De Chapultepec 11000 Mexico, D.F. Tel: (011) 525-202-0168/0212 FAX: (011) 525-202-0528	Agricultural Trade Officer	Agricultural Trade Office P.O. Box 3087 Laredo, TX 78044-3087
Morocco, Rabat American Embassy 3, Charia Marrakech Tel: (011-212-7) 762-265 Direct Line: (011-212-7) 7765-987 Telex: 31005 FAX: (011-212-7) 765-661	Agricultural Attache	American Embassy-Rabat PSC 74 Box 002 APO AE 09718
Netherlands, The Hague American Embassy Lange Voorhout 102 2514 EJ The Hague Tel: (011-31-70) 310-9209 Telemail: AGTHEHAGUE FAX: (011-31-70) 365-7681	Agricultural Attache	American Embassy—The Hague PSC 71 Box 1000 APO AE 09715

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
New Zealand , Wellington American Embassy 29 Fitzherbert Terrace Thorndon, Wellington Tel: (011-64-4) 4722-068 Telex: NZ 3305 FAX: (011-64-4) 4730-772	Agricultural Attache	American Embassy PSC 467, Box 1 FPO AP 96531-1001
Nicaragua , Managua American Embassy 4-1/2 Carretera Sur Tel: (011-505-2) 666-010 Telex: 23616 FAX: (011-5052) 66-7006	Agricultural Attache (Resides in San Jose)	Office of Agricultural Affairs Unit 2703, Box 2 APO AA 34021
Nigeria , Lagos (also Benin, Cameroon, Ghana, and Togo) American Embassy 2 Eleke Crescent P.O. Box 554 Tel: (011-234-1) 261-0050/0097 Telex: 23616 FAX: (011-234-1) 261-0257	Agricultural Attache	Lagos U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Norway , Oslo American Embassy Drammensveien 18 Oslo 2, Norway Tel: (011-47) 22-448-550 Telex: 78470 FAX: (011-47) 22-449-425	Agricultural Counselor (Resides in Copenhagen)	American Embassy APO AE 09707
Pakistan , Islamabad American Embassy Diplomatic Enclave Ramna 5, P.O. Box 1048 Tel: (011-92-51) 826-161 Telex: 5864 AE ISL PK FAX: (011-92-51) 223-279 Workweek: Sunday - Thursday	Agricultural Attache	American Embassy Unit 62200, Box 16 APO AE 09812-2200
Peru , Lima (also Bolivia and Ecuador) American Embassy AID Building Larrabure y Unanue 110 Tel: (011-51-14) 330-555, ext. 151 Direct Line: (011-51-14) 33-4569 Telex: 25028 PE USCOMATT FAX: (011-51-14) 33-4623	Agricultural Attache	American Embassy FAS/LIMA Unit 3785 APO AA 34031

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Philippines, Manila American Embassy Thomas Jefferson Cultural Center 395 Sen. Gil J. Puyat Makati, Metro Manila 1200 Tel: (011-63-2) 521-7116 Direct line: (011-63-2) 815-2343 Telex: 722-27366 AME PH FAX: (011-63-2) 890-2728	Agricultural Counselor	Office of Agricultural Affairs APO AP 96440-5000
Poland, Warsaw American Embassy Aleje Ujazdowskie 29/31 Tel: (011-48-2) 628-3041 Direct Line: (011-48-2) 621-3926 Telex: 814628 EMUSA PL FAX: (011-48-2) 628-1172	Agricultural Attache	Warsaw/AGR Unit 25402 APO AE 09213-5010
Portugal, Lisbon American Embassy Room 114 Avenida das Forcas Armadas, 1600 Tel: (011-351-1) 726-6600/2709 Telex: 12528 AMEMB FAX: (011-351-1) 726-9721 (ATTN: Agricultural Attache)	Agricultural Attache (Resides in Madrid)	American Embassy PSC 83 Box FAS APO AE 09726
Romania, Bucharest American Embassy Strada Tudor Arghezi 7-9 Tel: (011-40-1) 210-4042/0149 Telemail: AGBUCHAREST FAX: (011-40-1) 210-0395	Agricultural Attache (Resides in Sofia)	American Embassy Bucharest Unit 25402 APO AE 09213-5260
Russia, Moscow Olympic Penta Hotel American Embassy Olympiyskiy Prospect 18 Tel: (011-7095) 252-24-51 thru 59 Telex: 413160 USGSO SU FAX: (011-7095) 975-2339/255-9951	Agricultural Minister-Counselor	AmEmbassy, Moscow - AGR APO AE 09721
Saudi Arabia, Jeddah (also Republic of Yemen) American Consulate General Palestine Road, Jeddah Tel: (011-966-2) 667-0080, ext. 299 Direct Line: (011-966-2) 661-2408/669-3075 Telex: 604683 USATO SJ FAX: (011-966-2) 667-6196 Workweek: Saturday - Wednesday	Agricultural Trade Officer (Resides in Riyadh)	American Consulate General Unit 62112 APO AE 09811-2112

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Saudi Arabia, Riyadh American Embassy P.O. Box 94309 Riyadh 11693 Tel: (011-966-1) 488-3800, ext. 560 Telex: 401363 USFCS SJ FAX: (011-966-1) 482-4364 Workweek: Saturday - Wednesday	Agricultural Trade Officer	American Embassy Unit 61307 APO AE 09803-1307
Serbia-Montenegro Tel: (011-38-11) 645-655, ext. 179 Telex: 11529 AMEMBA YU FAX: (011-38-11) 646-748	Agricultural Counselor (Resides in Sofia)	American Embassy Box 5070, Unit 25402 APO AE 09213-5070
Singapore (also Brunei and New Guinea) American Embassy 541 Orchard Road, 08-03 Liat Towers Singapore 0923 Tel: (011-65) 737-1233/737-1729 Telemail: ATOSINGAPORE FAX: (011-65) 732-8307	Agricultural Trade Officer	American Embassy-Singapore FPO AP 96534-00021
South Africa, Pretoria (also Botswana, Lesotho, Swaziland, and Zimbabwe) American Embassy 877 Pretorius Street Pretoria 0001 Tel: (011-27-12) 342-1048 Telex: 322-143 USPTA FAX: (011-27-12) 324-2264	Agricultural Attache	Pretoria U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Spain, Madrid American Embassy Serrano, 75 28006 Madrid Tel: (011-34-1) 577-4000 Direct Line: (011-34-1) 431-2998 FAX: (011-34-1) 576-8063	Agricultural Counselor	American Embassy-Madrid APO AE 09642

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
<p>Sweden, Stockholm (also Estonia, Finland, Latvia, and Lithuania) American Embassy Strandvagen 101 Stockholm S-11589</p> <p>Tel: (011-46-8) 783-5300 Direct Line: (011-46-8) 783-5389/5390 FAX: (011-46-8) 662-8495</p>	Agricultural Counselor	<p>Stockholm U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000</p>
<p>Switzerland, Bern American Embassy Jubilaumstrasse 93 3005 Bern</p> <p>Tel: (011-41-31) 357-7279 Telex: (845) 912603 USEM-CH FAX: (011-41-31) 357-7363</p>	(covered by Geneva)	<p>Office of Agricultural Affairs U.S. Embassy Bern U. S. Dept. of Agriculture, FAS Washington, DC 20250-6000</p>
<p>Switzerland, Geneva U.S. Mission to the European Office of the UN and Other International Organizations Botanic Building 1-3 Ave. de la Paix 1202 Geneva</p> <p>Tel: (011-41-22) 749-5247 Telex: 22103 USMIO CH FAX: (011-41-22) 749-5333</p>	Agricultural Counselor	<p>USTR Geneva U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000</p>
<p>Syria, Damascus American Embassy Office of Agricultural Affairs 87 Ata Al-ayoubi Street Abou Rummaneh, Damascus</p> <p>Tel: (011-963-11) 333-2315/333-2814 Telex: 411919 USDAMA SY FAX: (011-963-11) 718-224-7938 Workweek: Saturday-Thursday</p>	Agricultural Counselor (Resides in Cairo)	<p>Damascus U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000</p>
<p>Taiwan, Taipei American Institute in Taiwan 7/9, Lane 134, Hsin Yi Road Sec. 2, Taipei, Taiwan</p> <p>Tel: (011-886-2) 709-2000 Telex: 23890 USTRADE FAX: (011-886-2) 709-2054</p>	Agricultural Officer	<p>American Institute in Taiwan Agriculture Affairs Section Washington, DC 20521-4170</p>

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
Taiwan, Taipei Agricultural Affairs Section 54 Nan Hai Road Taipei, Taiwan Tel: (011-886-2) 305-4883 FAX: (011-886-2) 305-7073	Agricultural Trade Officer	American Institute in Taiwan Agricultural Affairs Section AIT Taipei Washington, DC 20521-4170
Thailand, Bangkok American Embassy 93/1 Wireless Road Bangkok 10330 Tel: (011-66-2) 252-5040, ext. 2241 Telex: 20966 FCS BKK TH FAX: (011-66-2) 255-2907	Agricultural Attache	American Embassy, Box 41 APO AP 96546
Tunisia, Tunis American Embassy 144 Avenue de la Liberte 1002, Tunis Tel: (011-216-1) 782-566/781-553 Telex: 14307 USATO FAX: (011-216-1) 785-345	Minister-Counselor (resides in Paris)	Tunis-ATO U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
Turkey, Ankara (also covers Iraq) American Embassy 110 Ataturk Blvd. Kavaklidere, Ankara Tel: (011-90-312) 468-6110 Direct Line: (011-90-312) 426-08-55 Telex: 43144 USIA TR FAX: (011-90-312) 467-0056	Agricultural Counselor	American Embassy Ankara PSC 93, Box 5000 APO AE 09823
Turkey, Istanbul (also Lebanon and Syria) American Consulate General Mesrutiyet Caddesi 104-108 Tepebasi 80050 Istanbul Tel: (011-212) 251-3602 Direct Line: (011-212) 252-5202 Telex: 24077 ATOT TR FAX: (011-212) 243-5262 (ATTN: AGR)	Agricultural Counselor (Resides in Ankara)	American Consulate General Istanbul, PSC 97, Box 0002 APO AE 09827

Country/City/Address Telephone/Telex/FAX	Name and Title	APO/FPO or Pouch Address
United Arab Emirates, Dubai Agricultural Trade Office P.O. Box 9343 World Trade Center 21st Floor Dubai, VAE Tel: (011-9714) 313-612 Direct Line: 314-063 Telemail: ATODUBAI FAX: (011-9714) 314-998 Workweek: Saturday - Wednesday	Agricultural Trade Officer	U.S. Agricultural Trade Office U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000
United Kingdom, London (also Ireland) American Embassy 24/31 Grosvenor Sq. W. 1A 1AE London W1A 1AE Tel: (011-44-171) 499-9000, ext. 2465 Direct Line: (011-44-171) 408-8063 Telemail: AGLONDON FAX: (011-44-171) 409-2019	Agricultural Minister-Counselor FPO AE 09498-4048	American Embassy PSC 801, Box 48
Venezuela, Caracas American Embassy Calle F con Calle Suapure Parcela B-2 Colinas de Valle Arriba Caracas 1061, Venezuela Tel: (011-58-2) 977-0015 Telex: 25501 AMEMB VE FAX: (011-58-2) 977-1689	Agricultural Counselor	American Embassy-Agriculture Unit 4940 APO AA 34037
Yemen, Republic of, Sanaa American Embassy P.O. Box 22347 Tel: (011-967-1) 238-8422/52 Telex: 2697 EMBSAN YE FAX: (011-967-1) 251-563 Workweek: Saturday - Wednesday	Agricultural Trade Officer (Resides in Riyadh)	Sanaa U.S. Dept. of Agriculture, FAS Washington, DC 20250-6000

RELATED USDA AGENCIES

Agricultural Marketing Service

The food quality certification service (also called “acceptance service”), provided by USDA’s Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user-fee basis, foreign buyers must submit the specification or contract to AMS in advance. The AMS will review the contract and work with the buyers to write a specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract. USDA also has grade standards for a wide variety of food products.

The following contacts are for AMS certification services:

Dairy Tel: (202) 720-3171 FAX: (202) 720-2643	Tracy Schonrock Chief	Dairy Grading Branch Dairy Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
Fruits and Vegetables Tel: (202) 720-5870 FAX: (202) 720-0393	Larry B. Lace Chief	Fresh Products Branch Fruit and Vegetable Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
Tel: (202) 720-4693 FAX: (202) 690-1527	Jim Rodeheaver Chief	Processed Products Branch Fruit and Vegetable Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
Meat Grading Tel: (202) 720-1113 FAX: (202) 690-4119	Larry R. Meadows Chief	Meat Grading and Certification Branch Livestock and Seed Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456
Poultry and Eggs Tel: (202) 720-3271 FAX: (202) 690-3165	Larry W. Robinson Chief	Poultry Grading Branch Poultry Division Agricultural Marketing Service U.S. Department of Agriculture P.O. Box 96456 Washington, DC 20090-6456

The Agricultural Marketing Service also offers services to exporters through its Transportation and Marketing Division (TMD). Economists, traffic management specialists, engineers, and agricultural marketing specialists help shippers solve transportation problems and monitor relevant regulatory issues. TMD helps exporters to:

- Maintain Product Quality in Transit. TMD has published a series of handbooks and tip sheets for exporters on shipping practices that will assure products are delivered in top condition.
- Obtain Competitive Transportation Rates. TMD provides shippers with rate information and is an active participant in regulatory issues that affect rates. TMD represents the interests of agricultural shippers before the Federal Maritime Commission.

- Monitor International Transportation Issues. TMD monitors developments related to cargo preference, transportation subsidies, technological restrictions resulting from the European Community's single market in 1992, ocean container standards, and cargo insurance.
- Use Transportation Services Efficiently. TMD provides information and assistance to reduce transport costs and increase access to foreign markets. TMD monitors developments in double-stack and intermodal transportation and can help shippers evaluate their intermodal, air, and ocean service and rate options.

Further information and TMD publications may be obtained by contacting:

International Transportation Branch Tel: (202) 690-1304 FAX: (202) 690-1340	James Caron Chief	Agricultural Marketing Service Transportation and Marketing Division U.S. Department of Agriculture Room 1217 South Building Washington, DC 20250
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**Agricultural
Research
Service**

The Agricultural Research Service (ARS) works to improve farm production, processing, and marketing. ARS provides exporters with information on research and consultations on transportation, packaging, storage, refrigeration, plant and animal diseases and disorders, insect control, and pesticide residues. It also publishes studies on the best ways to select, pack, and ship for export. The following contact can assist you in these areas.

International Trade Information System (ITIS) Tel: (301) 504-5821 FAX: (301) 504-5823	Dr. Yao-Chi Lu	Room 165-B, Building 011A BARC-West Beltsville, MD 20705
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To receive information about ARS publications and reports, write or call:

Publications and Reports Tel: (301) 504-6264 FAX: (301) 504-5726	Information Staff	Agricultural Research Service Room 307, Building 005 BARC-West Beltsville, MD 20705
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The National Program Staff can answer questions about product quality, use, and losses or quarantine. Questions in these areas should be directed to:

Product Quality Tel: (301) 504-6278 FAX: (301) 504-5467	National Program Leader	Room 226, Building 005 BARC-West Beltsville, MD 20705
Product Utilization Tel: (301) 504-6278 FAX: (301) 504-5467	National Program Leader	Room 107, Building 005 BARC-West Beltsville, MD 20705
Product Losses, Quarantine Tel: (301) 504-5321 FAX: (301) 504-5467	Kenneth Vick National Program Leader	Room 237, Building 005 BARC-West Beltsville, MD 20705

Animal and Plant Health Inspection Service

The Animal and Plant Health Inspection Service (APHIS) is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nation(s).

In addition, APHIS offices provide U.S. exporters with import requirements of foreign nations for livestock and plants.

Questions about export services offered by APHIS should be directed to:

Plant Protection and Quarantine (PPQ) Tel: (301) 734-8537 FAX: (301) 734-5786	Leonard M. Crawford Senior Operations Officer	Animal and Plant Health Inspection Service 4700 River Road Unit 139 Riverdale, MD 20737
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Veterinary Services (VS) Tel: (301) 734-8590 FAX: (301) 734-3222	Dr. Robert Kahrs Director National Center for Import/Export	Animal and Plant Health Inspection Service 4700 River Road Unit 38 Riverdale, MD 20737
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Trade Support Team Tel: (202) 720-7677 FAX: (202) 690-2861	Dr. Dan Sheesley Director Trade Support Team	Animal and Plant Health Inspection Service Room 1128, South Building Washington, DC 20250
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Economic Research Service

The Economic Research Service (ERS) is a major source of expertise, data, models, and research information about the agricultural economies and policies of foreign countries, the agricultural trade and development relationships between foreign countries and the United States, and U.S. agricultural policies. Topics covered include agricultural and trade policies and their relationship to the economic, technical, and political factors affecting agricultural trade among countries; economic and agricultural market structure, efficiency, and performance of foreign countries; technical production systems of foreign countries; and foreign government policies on production, consumption, money, and trade.

To receive information about ERS publications and technical reports, write or call:

Publications and Reports Tel: (202) 219-0515 FAX: (202) 219-0112	Information Division	Economic Research Service U.S. Department of Agriculture 1301 New York Avenue, N.W. Room 236 Washington, DC 20005-4788
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Federal Grain Inspection Service

The Federal Grain Inspection Service (FGIS) certifies that grain produced in the United States meets the official United States Standards for Grain. These standards are implemented through a system of uniform guidelines covering sampling and grading. Similar controls exist to maintain the integrity of the weight of the grain. Grain standards are designed to assure a uniform product and to demonstrate to buyers and sellers that trading in the U.S. marketplace is a reliable and productive activity. The FGIS administers these systems through the Grain Inspection, Packers and Stockyards Administration headquarters in Washington, DC, and field offices in 25 States and Canada. For further information, contact:

Federal Grain Inspection Service

Tel: (202) 720-0226
FAX: (202) 720-1015

International Monitoring Staff

U.S. Department of Agriculture
Room 1627, South Building
P.O. Box 96454
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Food Safety and Inspection Service

USDA export certification of meat and poultry products assures that the product, at the time of export certification, is sound, properly labeled, U.S. inspected and passed, and meets any requirements of the importing country. Questions about export certification should be directed to:

Dr. John Prucha
Deputy Administrator

Dr. Richard Mikita
Assistant Deputy Administrator

Dr. Robert E. Fetzner
Director, Export Coordination

Food Safety and Inspection Service

U.S. Department of Agriculture
Room 341-E
Administration Bldg.
Washington, DC 20250
Tel: (202) 720-3473
FAX: (202) 690-3856

Food Safety and Inspection Service

U.S. Department of Agriculture
Room 341-E
Administration Bldg.
Washington, DC 20250
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Food Safety and Inspection Service

U.S. Department of Agriculture
Room 3714
Franklin Court
Washington, DC 20250-3700
Tel: (202) 501-6022
FAX: (202) 501-6929

National Agricultural Library

The National Agricultural Library (NAL) of the USDA is the largest agricultural library in the world, with approximately 2.2 million volumes and subscriptions to 26,000 periodicals from all over the world. The NAL is a repository for books, journals, maps, microforms, films, videocassettes, filmstrips, slides, and microcomputer software. It is the coordinator and primary resource for a national network of State land-grant universities and USDA field libraries working together to deliver information to those with an interest in agriculture and related topics. For general information about NAL, contact:

Library Services
Tel: (301) 504-5755
FAX: (301) 504-5675

National Agricultural Library

U.S. Department of Agriculture
10301 Baltimore Boulevard
Beltsville, MD 20705-2351

In addition, the NAL produces AGRICOLA, a computerized database indexing more than 2 million books and articles relating to all aspects of agriculture. The database is accessible through the nationwide information retrieval system DIALOG. For further information about accessing AGRICOLA, contact:

Computerized Information Retrieval
Tel: (800) 3-DIALOG

DIALOG Information Services, Inc.

3460 Hillview Avenue
Palo Alto, CA 94304

Agricultural Trade and Marketing Information Center

The Agricultural Trade and Marketing Center of the National Agricultural Library focuses on agribusiness, countertrade (barter), exports, and trade development. It uses the worldwide resources of the NAL collection to organize and disseminate information. The Center's staff can assist exporters in accessing NAL's extensive collections on a broad range of trade and marketing subjects, refer exporters to organizations or experts in the field, identify current research conducted by USDA research agencies, furnish bibliographies on a variety of trade and marketing topics, and perform brief searches of the AGRICOLA database or assist exporters in their own AGRICOLA searches. For more information about the Information Center, contact:

**Agricultural Trade and
Marketing Information
Center**

Tel: (301) 504-5509
FAX: (301) 504-6409

National Agricultural
Library

U.S. Department of Agriculture
10301 Baltimore Boulevard
Beltsville, MD 20705-2351

STATE DEPARTMENTS OF AGRICULTURE AND ASSOCIATED ORGANIZATIONS

National Association of State Departments of Agriculture

The National Association of State Departments of Agriculture is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

National Association of State Departments of Agriculture

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Eastern U.S. Agricultural and Food Export Council, Inc.

Ten Northeastern State departments of agriculture form this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

Eastern U.S. Agricultural and Food Export Council, Inc.

Tel: (717) 731-6017
Telex: 420859 EUSAFEC
FAX: (717) 731-6019

Ronald L. Gaskill
Executive Director

1007 Mumma Road
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Mid-America International Agri-Trade Council

The Mid-America International Agri-Trade Council (MIATCO) is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Mid-America International Agri-Trade Council

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Southern United States Trade Association

The Southern United States Trade Association (SUSTA) is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico. SUSTA promotes food and other agricultural exports from its member States. Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Southern United States Trade Association

Tel: (504) 568-5986
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New Orleans, LA 70130-1408

**Western U.S.
Agricultural Trade
Association**

Twelve Western State departments of agriculture and two territories form the Western U.S. Agricultural Trade Association (WUSATA) to promote food and other agricultural exports. WUSATA members are Alaska, Arizona, American Samoa, California, Colorado, Guam, Hawaii, Idaho, Montana, New Mexico, Oregon, Utah, Washington, and Wyoming.

**Western U.S. Agricultural
Trade Association**
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This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development.

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Tel: (502) 564-4696 FAX: (502) 564-6527	Gene Royalty Director, International Marketing	
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Tel: (504) 922-1280 FAX: (504) 922-1289	Roy Johnson, Director International Marketing	
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Tel: (207) 289-3491 FAX: (207) 289-7548	Cheri Coolidge Director Division of Market Development	
Maryland Department of Agriculture Tel: (410) 841-5880 FAX: (410) 841-5914	Lewis R. Riley Secretary	50 Harry S. Truman Parkway Annapolis, MD 21401
Tel: (410) 841-5770 FAX: (410) 841-5987	Earl Small Director of Marketing	
Massachusetts Department of Food and Agriculture Tel: (617) 727-3000 FAX: (617) 727-7235	Jonathan L. Healy Commissioner	100 Cambridge Street, 21st Floor Boston, MA 02202
Tel: (617) 727-3000, ext. 180 FAX: (617) 727-7235	Jim Hines Director of Agricultural Development	
Tel: (617) 727-3002	Bonita Oehlke Foreign Trade Specialist	

Michigan Department of Agriculture Tel: (517) 373-1050 FAX: (517) 335-1423	Gordon Guyer Director	P.O. Box 30105 525 W. Ottawa St. Lansing, MI 48909
Tel: (517) 373-6390 FAX: (517) 335-1423	Eugene Ruff, Director International Trade Authority	
Tel: (517) 373-1054	Patricia Vander Voord Deputy Director	
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Minnesota Department of Agriculture Tel: (612) 297-3219 FAX: (612) 297-5522	Elton Redalen Commissioner	90 West Plato Boulevard St. Paul, MN 55107
Tel: (612) 297-4222 FAX: (612) 296-3555	John McLaughlin Trade Representative	
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Mississippi Department of Agriculture and Commerce Tel: (601) 354-7050 FAX: (601) 354-6001	Jim Buck Ross Commissioner	P.O. Box 1609 Jackson, MS 39215-1609
Tel: (601) 354-7097 FAX: (601) 354-6001	Roger Barlow Director of International Trade	
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Missouri Department of Agriculture Tel: (314) 751-3359 FAX: (314) 751-1784	John L. Saunders Director	P.O. Box 630 1616 Missouri Boulevard Jefferson City, MO 65102
Tel: (314) 751-2613 FAX: (314) 751-2868	S. Wayne Yokley Director of Market Development Division	
Tel: (314) 751-3359 FAX: (314) 751-1784	Paul J.T. Burke International Marketing Program Supervisor	
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Tel: (402) 471-2341/4669	Patrick Ptacek Deputy Director	
Tel: (402) 471-4876 FAX: (402) 471-3252	Stan Garbacz Director, Agricultural Promotion and Development Division	
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Tel: (603) 271-2505 FAX: (603) 271-1109	Richard B. Uncles Market Development	
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Tel: (609) 984-2279 FAX: (609) 984-5367	Logan Brown, Chief Market Development and Promotions	
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New Mexico Department of Agriculture Tel: (505) 646-3007 FAX: (505) 646-8120	Frank A. DuBois Director/Secretary	P.O. Box 30005 Department 3189 Las Cruces, NM 88003-0005
Tel: (505) 646-4929 FAX: (505) 646-3303	Robert Toberman Director Marketing and Development Division	

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FAX: (518) 457-3087

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FAX: (919) 733-1141

Tel: (919) 733-7887 Wayne Miller
FAX: (919) 733-0999 Director, Division of Marketing

Tel: (919) 733-7912 Britt Cobb, Jr.
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Tel: (405) 521-3864, ext. 238 Haidar Haidary
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Tel: (405) 521-3864, ext. 226 Robert B. Davis
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<p>Tel: (503) 229-6734 FAX: (503) 229-6113</p>	<p>(Vacant) Assistant Director</p>	<p>Agricultural Development and Marketing Division 121 Southwest Salmon Street, # 240 Portland, OR 97204-2987</p>
<hr/>		
<p>Pennsylvania Department of Agriculture Tel: (717) 772-2853 FAX: (717) 772-2780</p>	<p>Charles C. Brosius Secretary</p>	<p>2301 North Cameron Street Harrisburg, PA 17110-9408</p>
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<p>Puerto Rico Department of Agriculture Tel: (809) 722-0871 FAX: (809) 723-9747</p>	<p>Neftali Soto-Santiago Secretary</p>	<p>P.O. Box 10163 Santurce, PR 00908-1163</p>
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<p>Rhode Island Department of Environmental Management Tel: (401) 277-2781 FAX: (401) 277-6047</p>	<p>John M. Lawrence III Commissioner</p>	<p>22 Hayes Street, Room 120 Providence, RI 02908-5025</p>
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FOREIGN AGRICULTURAL SERVICE/COOPERATOR MARKET DEVELOPMENT PROGRAM

The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with nonprofit commodity trade associations, to promote a vast variety of U.S. products.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports. FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

For a current list of overseas offices of foreign market development cooperators, contact the Marketing Operations Staff, Foreign Agricultural Service, Room 4932-South, Washington, DC 20250-1000. Tel. (202) 720-4327. FAX (202) 720-9361.

U.S. Agricultural Export Development Council

The U.S. Agricultural Export Development Council (USAEDC) serves as liaison between FAS and producer/agribusiness organizations participating in the FAS cooperator/foreign market development and export incentive programs. Market Promotion Program participants also are USAEDC members. For further information about the USAEDC, contact:

**U.S. Agricultural Export
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Tel: (202) 682-4737
FAX: (202) 682-4707

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Executive Coordinator

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**U.S. Offices of Market
Development Cooperators
And Market Promotion
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Export-Import Bank of the United States

The Export-Import Bank of the United States provides assistance in financing exports of U.S. goods and services. The Eximbank helps U.S. exporters compete in overseas markets against subsidized financing by foreign governments. It offers four major export support programs: loans, loan guarantees, working capital guarantees, and insurance. For general information about the Eximbank, contact:

Export-Import Bank of the United States	Robert J. Kaiser	811 Vermont Avenue, N.W.
Tel: (202) 565-3946	Vice President of Marketing	Washington, DC 20571
FAX: (202) 377-7871	Small Business Office	

The Eximbank also has an electronic bulletin board that can be accessed by modem. Information, news releases, and application forms are available. To reach the bulletin board, call (202) 565-3946. In addition, exporters can contact the Eximbank's Export Financing Hotline at (800) 424-5201 for help and information.

U.S. Customs Service

The U.S. Customs Service has responsibility for assessing and collecting customs duties, excise taxes, fees, and penalties due on imported goods; preventing fraud and smuggling; controlling carriers, persons, and cargoes entering and departing the United States; intercepting illegal high-technology exports; cooperating with other Federal agencies in suppressing the traffic of illicit narcotics and pornography; enforcing reporting requirements Bank Secrecy Act; enforcing auto safety and emission control standards, flammable fabric restrictions, and animal and plant quarantine requirements; and protecting U.S. business and labor by enforcing regulations dealing with copyrights, trademarks, and quotas. As the principal border enforcement agency of the United States, Customs enforces some 400 provisions of law on behalf of more than 40 Federal agencies. For more information about the U.S. Customs Service, contact:

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U.S. Department of Commerce

The Department of Commerce is responsible for programs involving agricultural machinery, equipment, fertilizer, veterinary supplies, and other noncommodity items.

United States and Foreign Commercial Service

The United States and Foreign Commercial Service (USFCS) within the International Trade Administration of the U.S. Department of Commerce provides export services including identification of foreign market opportunities, market research, sponsorship of overseas sales missions, participation in trade shows in foreign countries, export counseling, and reports on overseas traders. Further information can be obtained by contacting the nearest USFCS district office or:

Export Counseling	United States and Foreign Commercial Service
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Louisiana Tel: (504) 589-6546	Paul L. Guidry Director	Hale Boggs Federal Building 501 Magazine Street New Orleans, LA 70130
Maine (Serviced by Boston District Office)		
Maryland Tel: (410) 962-3560	Roger Fortner Director	World Trade Center, Suite 2432 401 E. Pratt Street Baltimore, MD 21202
Massachusetts Tel: (617) 565-8563	Francis J. O'Connor Director	World Trade Center, Suite 307 164 Northern Avenue Boston, MA 02210
Michigan Tel: (313) 226-3650	Dean Peterson Director	Room 1140 Patrick McNamara Building 477 Michigan Avenue Detroit, MI 48226
Tel: (616) 456-2411		300 Monroe N.W., Room 409 Grand Rapids, MI 49503
Minnesota Tel: (612) 348-1638	Ronald E. Kramer Director	108 Federal Courts Building 110 South 4th Street Minneapolis, MN 55401
Mississippi Tel: (601) 965-4388	Mark E. Spinney Director	201 W. Capitol Street Suite 310 Jackson, MS 39201
Missouri Tel: (816) 426-3141	John Steuber Director	601 East 12th Street, Suite 635 Kansas City, MO 64106
Tel: (314) 425-3302	Sandra Gerley Director	8182 Maryland Avenue, Suite 303 St. Louis, MO 63105
Montana (Serviced by Boise, ID Branch Office)		
Nebraska Tel: (402) 221-3664	(Vacant) Director	11133 O Street Omaha, NE 68137
Nevada Tel: (702) 784-5203	James K. Hellwig Director	1755 E. Plumb Lane, Suite 152 Reno, NV 89502

New Hampshire
(Serviced by Boston
District Office)

New Jersey Tel: (609) 989-2100	Rod Stuart Acting Director	3131 Princeton Pike Building 6, Suite 100 Trenton, NJ 08648
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New Mexico Tel: (505) 827-0350		c/o Economic Development and Tourism Department 1100 Street Francis Drive Santa Fe, NM 87503
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New York Tel: (716) 846-4191	George Buchanan Director	Federal Building, Suite 1312 111 West Huron Street Buffalo, NY 14202
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Tel: (212) 264-0634	Joel W. Barkan Director	Federal Office Building 26 Federal Plaza - Room 3718 New York, NY 10278
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Tel: (716) 263-6480		111 East Avenue, Suite 220 Rochester, NY 14604
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North Carolina Tel: (910) 333-5345	Samuel P. Troy Regional Managing Director	400 West Market Street Suite 400 Greensboro, NC 27401
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North Dakota
(Serviced by Minneapolis
District Office)

Ohio Tel: (513) 684-2944	Gordon B. Thomas Director	Federal Office Building, Suite 9504 550 Main Street Cincinnati, OH 45202
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Tel: (216) 522-4750	Toby T. Zettler Director	600 Superior Avenue Suite 700 Cleveland, OH 44114
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Oklahoma Tel: (405) 231-5302	Ronald L. Wilson Director	6601 Broadway Extension Room 200 Oklahoma City, OK 73116
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Tel: (918) 581-7650		440 S. Houston Street Tulsa, OK 74127
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Oregon Tel: (503) 326-3001	William Schrage Director	One World Trade Center, Suite 242 121 S.W. Salmon Street Portland, OR 97204
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Pennsylvania Tel: (215) 962-4980	Robert E. Kistler Director	660 American Avenue, Suite 201 King of Prussia, PA 19405
Tel: (412) 644-2850	John A. McCartney Director	Federal Building, Suite 2002 1000 Liberty Avenue Pittsburgh, PA 15222
Puerto Rico Tel: (809) 766-5555 ext. 555	J. Enrique Vilella Director	Federal Building, Room G-55 San Juan (Hato Rey), PR 00918
Rhode Island Tel: (401) 528-5104 ext. 22	Ray Meerbach Trade Specialist	7 Jackson Walkway Providence, RI 02903
South Carolina Tel: (803) 765-5345	Edgar L. Rojas Director	Strom Thurmond Federal Building Suite 172 1835 Assembly Street Columbia, SC 29201
South Dakota (Serviced by Omaha District Office)		
Tennessee Tel: (901) 544-4137	Ree Russell Trade Specialist	The Falls Building, Suite 200 22 North Front Street Memphis, TN 38103
Tel: (615) 736-5161	Jim Charlet Director	Parkway Towers, Suite 1114 404 James Robertson Parkway Nashville, TN 37219-1505
Texas Tel: (512) 482-5939	William Taylor Executive Director	P.O. Box 12728 - Capitol Station Austin, TX 78711
Tel: (214) 767-0542	Donald Schilke Regional Managing Director	2050 North Stemmons Frwy., S. 170 Dallas, TX 75242-0787
Tel: (713) 229-2578	James D. Cook Director	#1 Allen Center, Suite 1160 500 Dallas St. Houston, TX 77002
Utah Tel: (801) 524-5116	Stephen P. Smoot Director	324 South State Street, Suite 105 Salt Lake City, UT 84111
Vermont (Serviced by Boston District Office)		
Virginia Tel: (804) 771-2246	Philip A. Ouzts Director	700 Centre 704 East Franklin Street Richmond, VA 23218

Washington Tel: (206) 553-5615	Lisa Kjaer Director	3131 Elliott Avenue, Room 290 Seattle, WA 98121
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West Virginia Tel: (304) 347-5123	(Vacant) Director	405 Capitol Street Suite 807 Charleston, WV 25301
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Wisconsin Tel: (414) 297-3473	Johnny Brown Director	Federal Building and U.S. Courthouse Room 596 517 East Wisconsin Avenue Milwaukee, WI 53202
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Wyoming
(Serviced by Denver
District Office)

U.S. Export Assistance Centers

A group of 19 federal agencies have opened four one-stop U.S. Export Assistance Centers in Baltimore, Chicago, Long Beach, and Miami. Each center offers the services and programs of the U.S. Department of Commerce, the Export-Import Bank of the United States, and the U.S. Small Business Administration:

U.S. Export Assistance Center Tel: (410) 962-4539 FAX: (410) 962-4529	World Trade Center 401 East Pratt Street, Suite 2432 Baltimore, MD 21202
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U.S. Export Assistance Center Tel: (312) 353-8040 FAX: (312) 353-8098	Xerox Center 55 West Monroe Street, Suite 2440 Chicago, IL 60603
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U.S. Export Assistance Center Tel: (310) 980-4550 FAX: (310) 980-4561	One World Trade Center Suite 1670 Long Beach, CA 90831
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U.S. Export Assistance Center Tel: (305) 526-7425 FAX: (305) 526-7434	Trade Port Building 5600 Northwest 36th Street 6th Floor Miami, FL 33166
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National Oceanic and Atmospheric Administration

The National Oceanic and Atmospheric Administration (NOAA) conducts various activities that benefit U.S. seafood exporters by improving access to markets in other countries. NOAA, with the assistance of the National Marine Fisheries Service (NMFS), addresses worldwide trade problems affecting U.S. fishery exports by supporting multilateral negotiations (such as the Uruguay Round of the General Agreement on Tariffs and Trade), and bilateral negotiations for improved trade in fishery products with other countries. NMFS also provides fee-for-service inspection for fishery commodities for export.

In addition, NOAA fishery specialists in Brussels, Belgium, and Tokyo, Japan, provide trade leads, market research, export counseling, and support for international trade shows.

For information on trade matters, contact:

**National Marine
Fisheries Service**
Tel: (301) 713-2379
FAX: (301) 713-1081

Terry Ellington
Office of Trade and
Industry Services

Building 1 - Room 2466
1335 East-West Highway
Silver Spring, MD 20910

The NMFS also has five regional offices located in the following areas.

Alaska Region
Tel: (907) 586-7224
FAX: (907) 586-7249

P.O. Box 21668
Juneau, AK 99802

Southwest Region
Tel: (310) 980-4030
FAX: (310) 980-4047

501 W. Ocean Blvd.
Suite 4200
Long Beach, CA 90802

Northeast Region
Tel: (508) 281-9234
FAX: (508) 281-9333

One Blackburn Drive
Gloucester, MA 01930

Southeast Region
Tel: (813) 893-3830
FAX: (813) 893-3111

Duval Building
9450 Koger Boulevard
St. Petersburg, FL 33702

Northwest Region
Tel: (206) 526-6117
Telex: BIN C 15700
FAX: (206) 526-6544

7600 San Point Way
Building 1
Seattle, WA 98115

Export Inspection Services

The NMFS inspects and analyzes fishery commodities for export and issues official U.S. Government certificates attesting to the findings. It can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection, certification, and analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.
- Quantity of contents in terms of net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other factors requested by applicant.

For assistance with product standards and fishery product inspection services, contact:

National Marine Fisheries Service Tel: (301) 713-2355 FAX: (301) 713-1081	Richard V. Cano	1335 East-West Hwy. Silver Spring, MD 20910
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Or, contact the NMFS office nearest you:

Northeast Inspection Office Tel: (508) 281-9292 FAX: (508) 281-9134	One Blackburn Drive Gloucester, MA 09130
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Western Inspection Office Tel: (213) 894-5369 FAX: (213) 894-5398	5600 Rickenbacker Road, Building 7 Bell, CA 90201
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Southeast Inspection Office Tel: (813) 570-5383 FAX: (813) 570-5387	Duval Building 9450 Koger Boulevard St. Petersburg, FL 33702
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U.S. International Development Cooperation Agency

The U.S. International Development Cooperation Agency (IDCA) helps plan and coordinate policies on international economic issues affecting developing countries. The Agency's mission is to ensure that development goals are taken fully into account in all executive branch decisions on trade, financing and monetary affairs, technology, and other economic policy issues affecting less developed nations. It also provides strong direction for U.S. economic policies toward the developing world and a coherent development strategy through the effective use of U.S. bilateral development assistance programs and U.S. participation in multilateral development organizations. The Agency for International Development (AID), Overseas Private Investment Corporation (OPIC), and Trade and Development Program (TDP) are part of the IDCA. For more information, contact:

U.S. International Development Cooperation Agency Tel: (202) 647-8578 FAX: (202) 647-1770	Carol Lancaster Deputy Administrator	320 21st Street, N.W. Washington, DC 20523
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Agency for International Development

AID carries out economic assistance programs designed to help developing countries improve their human and economic resources, increase their productive capacities, and improve the quality of life. AID programs also promote economic and political stability in friendly countries.

The U.S. Small Business Administration serves as an information clearinghouse for U.S. businesses, organizations, and institutions interested in providing AID-financed goods and services. For information, contact:

Agency for International Development Tel: (202) 647-9620 FAX: (202) 647-1770	Brian Atwood Administrator	320 21st Street, N.W. Washington, DC 20523
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**Overseas Private
Investment
Corporation**

OPIC assists U.S. private investment in over 100 developing nations. It encourages investment projects that will help the social and economic development of these countries. At the same time, it helps the U.S. balance of payments through the profits returned to this country, as well as the U.S. jobs and exports created. OPIC offers U.S. investors assistance in finding investment opportunities, insurance to protect their investments, and loans and loan guarantees to help finance their projects. For more information, contact:

**Overseas Private
Investment
Corporation**
Tel: (202) 336-8400
FAX: (202) 408-9859

Ruth Harkin
President and Chief
Executive Officer

1100 New York Avenue, N.W.
Washington, DC 20527

**U.S. Trade and
Development
Program**

TDP finances feasibility studies for high-priority development projects that will be financed by the World Bank, other international financial institutions, or from the host country's own resources. TDP-financed studies are performed only by U.S. firms.

TDP serves as the coordinating and authorizing agency for the provision of government-to-government technical assistance on a fully reimbursable basis. TDP finances planning services to help U.S. firms become involved in development projects with substantial U.S. export potential.

TDP also assists U.S. firms in planning overseas investment projects by performing cost-sharing feasibility studies on the condition of reimbursement if the project is implemented. For more information, contact:

**U.S. Trade and
Development Program**
Tel: (703) 875-4357
FAX: (703) 875-4009

J. Joseph Grandmaison
Director

State Annex 16
Room 309
Washington, DC 20523

**U.S. Small
Business
Administration**

The U.S. Small Business Administration (SBA) assists current and potential small business exporters through business development and financial assistance programs. These programs are provided through the SBA's network of field offices around the country. For general information about SBA, contact:

**U.S. Small Business
Administration**
Tel: (800) 827-5722 (U-ASK-SBA)
Tel: (202) 205-6720 (in Washington, DC)
FAX: (202) 205-7272

Office of International Trade
Room 600, 409 3rd Street, S.W.
Washington, DC 20416

Key contacts within the SBA are:

Business Development Assistance, (202) 205-6665

Financial Assistance, Office of Business Loans, (202) 205-6490

Small Business Innovation Research Program, (202) 205-6450

Office of Advocacy, (202) 205-6531

International Trade Assistance, (202) 205-6720

In addition, the SBA offers the following programs, which may be useful to agricultural exporters:

SCORE (Service Corps of Retired Executives) — Sponsored by the SBA, these locally chartered volunteer organizations provide problem-solving assistance to small businesses. SCORE tries to match counselor experience with client needs. National SCORE Office, (202) 205-6200 or 1-800-U-ASK-SBA.

Small Business Development Centers (SBDC) —The SBDC's are located in 49 States, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands. There are over 600 service locations across the country. SBDC's offer "one-stop" assistance to small businesses, making a wide variety of information and guidance available on management techniques and technology. Most SBDC's are headquartered at universities or colleges, with approximately 600 sub-centers located throughout the United States in easily accessible areas.

MULTILATERAL ORGANIZATIONS

International Monetary Fund

The International Monetary Fund (IMF) promotes international monetary cooperation by providing mechanisms for consultation and collaboration on international monetary problems. It facilitates the expansion and balanced growth of international trade, promotes exchange stability, and assists in the multilateral system of payments for transactions between members. For further information, contact:

International Monetary Fund	Hernan Puentes	700 19th Street, N.W.
Tel: (202) 623-7062	Chief Information Officer	Washington, DC 20431
FAX: (202) 623-6772	External Relations Department	

Organization for Economic Cooperation and Development

The Organization for Economic Cooperation and Development (OECD) is an international, intergovernmental organization that promotes policies designed to achieve the highest possible sustainable economic growth, employment, and standard of living in its 24 member countries. It contributes to sound economic expansion in member as well as nonmember countries and to the expansion of world trade on a multilateral, nondiscriminatory basis in accordance with international obligations. For further information, contact:

Organization for Economic Cooperation and Development	Denis Lamb	2001 L Street, N.W., Suite 700
Tel: (202) 785-6323	Head, Publications and Information Center	Washington, DC 20036
FAX: (202) 785-0350		

The World Bank

The International Bank for Reconstruction and Development (World Bank) assists less developed member countries by facilitating the investment of capital for productive purposes. The World Bank promotes private foreign investment and, when private capital is not available on reasonable terms, supplements it by providing financing primarily from funds raised in the world capital markets and other resources. The World Bank promotes the long-range, balanced growth of international trade and a continued balance of payments in its member countries by encouraging international investment for the development of member resources, thereby raising productivity and the standard of living. For further information, contact:

The World Bank	Tim Cullen	1818 H Street, N.W., Room T-8025
Tel: (202) 473-1782	Chief of Information and Public Affairs	Washington, DC 20433
FAX: (202) 676-0578		

FOREIGN EMBASSIES IN THE UNITED STATES

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many leading U.S. ports-of-entry.

Afghanistan Tel: (202) 234-3770 FAX: (202) 328-3516	Embassy of the Republic of Afghanistan	2341 Wyoming Avenue, N.W. Washington, DC 20008
Algeria Tel: (202) 265-2800 FAX: (202) 667-2174	Embassy of the Democratic and Popular Republic of Algeria	2118 Kalorama Road, N.W. Washington, DC 20008
Antigua and Barbuda Tel: (202) 362-5211 FAX: (202) 362-5225	Embassy of Antigua and Barbuda	3216 New Mexico Avenue, N.W. Washington, DC 20166
Argentina Tel: (202) 939-6400 FAX: (202) 332-3171	Embassy of the Argentine Republic	1600 New Hampshire Ave., N.W. Washington, DC 20009
Australia Tel: (202) 797-3000 FAX: (202) 797-3168	Embassy of Australia	1601 Massachusetts Avenue, N.W. Washington, DC 20036
Austria Tel: (202) 895-6700 FAX: (202) 895-6750	Embassy of Austria	3524 International Court, N.W. Washington, DC 20008
Bahamas Tel: (202) 319-2660 FAX: (202) 319-2668	Embassy of the Commonwealth of the Bahamas	2220 Massachusetts Avenue, N.W. Washington, DC 20008
Bahrain Tel: (202) 342-0741 FAX: (202) 362-2192	Embassy of the State of Bahrain	3502 International Drive, N.W. Washington, DC 20008
Bangladesh Tel: (202) 342-8372 FAX: (202) 333-4971	Embassy of the People's Republic of Bangladesh	2201 Wisconsin Avenue, N.W. Washington, DC 20007
Barbados Tel: (202) 939-9200 FAX: (202) 332-7467	Embassy of Barbados	2144 Wyoming Avenue, N.W. Washington, DC 20008
Belgium Tel: (202) 333-6900 FAX: (202) 333-3079	Embassy of Belgium	3330 Garfield Street, N.W. Washington, DC 20008
Belize Tel: (202) 332-9636 FAX: (202) 332-6888	Embassy of Belize	2535 Massachusetts Ave., N.W. Washington, DC 20008

Benin Tel: (202) 232-6656 FAX: (202) 265-1996	Embassy of the People's Republic of Benin	2737 Cathedral Avenue, N.W. Washington, DC 20008
Bolivia Tel: (202) 483-4410 FAX: (202) 328-3712	Embassy of Bolivia	3014 Mass. Ave, N.W. Washington, DC 20008
Botswana Tel: (202) 244-4990 FAX: (202) 244-4164	Embassy of the Republic of Botswana	3400 International Drive, N.W. Suite 7M Washington, DC 20008
Brazil Tel: (202) 745-2700 FAX: (202) 745-2827	Brazilian Embassy	3006 Massachusetts Avenue, N.W. Washington, DC 20008
Brunei Tel: (202) 342-0159 FAX: (202) 342-0158	Embassy of the State of Brunei Darussalam	2600 Virginia Avenue, N.W. Watergate, Suite 300, 3rd Floor Washington, DC 20037
Bulgaria Tel: (202) 387-7969 FAX: (202) 234-7973	Embassy of the People's Republic of Bulgaria	1621 22nd Street, N.W. Washington, DC 20008
Burkina Faso Tel: (202) 332-5577 FAX: (202) 667-1882	Embassy of Burkina Faso	2340 Massachusetts Avenue, N.W. Washington, DC 20008
Burma (See Myanmar)		
Burundi Tel: (202) 342-2574 FAX: (202) 342-2578	Embassy of the Republic of Burundi	2233 Wisconsin Avenue, N.W. Suite 212 Washington, DC 20007
Cameroon Tel: (202) 265-8790 FAX: (202) 387-3826	Embassy of the Republic of Cameroon	2349 Massachusetts Avenue, N.W. Washington, DC 20008
Canada Tel: (202) 682-1740 FAX: (202) 682-7726	Embassy of Canada	501 Pennsylvania Avenue, N.W. Washington, DC 20001
Cape Verde Tel: (202) 965-6820 FAX: (202) 965-1207	Embassy of the Republic of Cape Verde	3415 Massachusetts Avenue, N.W. Washington, DC 20007
Central African Republic Tel: (202) 483-7800 FAX: (202) 332-9893	Embassy of Central African Republic	1618 22nd Street, N.W. Washington, DC 20008

Chad Tel: (202) 462-4009 FAX: (202) 265-1937	Embassy of the Republic of Chad	2002 R Street, N.W. Washington, DC 20009
Chile Tel: (202) 785-1746 FAX: (202) 887-5579	Embassy of Chile	1732 Massachusetts Avenue, N.W. Washington, DC 20036
China Tel: (202) 328-2500 FAX: (202) 232-7855	Embassy of the People's Republic of China	2300 Connecticut Avenue, N.W. Washington, DC 20008
Colombia Tel: (202) 387-8338 FAX: (202) 232-8643	Embassy of Colombia	2118 Leroy Place, N.W. Washington, DC 20008
Comoros Tel: (212) 972-8010 FAX: (212) 983-4712	Embassy of the Federal and Islamic Republic of the Comoros	c/o The Permanent Mission of the Federal and Islamic Republic of the Comoros to the United Nations 336 E. 45th Street 2nd Floor New York, NY 10017
Congo, Republic of Tel: (202) 726-0825 FAX: (202) 726-1860	Embassy of the People's Republic of the Congo	4891 Colorado Avenue, N.W. Washington, DC 20011
Costa Rica Tel: (202) 234-2945 FAX: (202) 265-4795	Embassy of Costa Rica	1825 Conn. Ave. Suite 211 Washington, DC 20009
Cote D'Ivoire (formerly Ivory Coast) Tel: (202) 797-0300 FAX: (202) 483-8482	Embassy of the Republic of Cote D'Ivoire	2424 Massachusetts Avenue, N.W. Washington, DC 20008
Cyprus Tel: (202) 462-5772 FAX: (202) 483-6710	Embassy of the Republic of Cyprus	2211 R Street, N.W. Washington, DC 20008
Czech Republic Tel: (202) 363-6315 FAX: (202) 966-8540	Embassy of the Czech Republic	3900 Spring of Freedom St., N.W. Washington, DC 20008
Denmark Tel: (202) 234-4300 FAX: (202) 328-1470	Royal Danish Embassy	3200 Whitehaven Street, N.W. Washington, DC 20008
Djibouti Tel: (202) 331-0270 FAX: (202) 331-0302	Embassy of the Republic of Djibouti	1156 15th Street, N.W. Suite 515 Washington, DC 20005

Dominican Republic Tel: (202) 332-6280 FAX: (202) 265-8057	Embassy of the Dominican Republic	1715 22nd Street, N.W. Washington, DC 20008
Ecuador Tel: (202) 234-7200 FAX: (202) 667-3482	Embassy of Ecuador	2535 15th Street, N.W. Washington, DC 20009
Egypt Tel: (202) 895-5400 FAX: (202) 244-4319	Embassy of the Arab Republic of Egypt	3521 International Court, N.W. Washington, DC 20008
El Salvador Tel: (202) 265-9671	Embassy of El Salvador	2308 California Street, N.W. Washington, DC 20008
Equatorial Guinea Tel: (914) 738-9584	Embassy of Equatorial Guinea	57 Magnolia Avenue Mount Vernon, NY 10553
Estonia Tel: (202) 789-0320 FAX: (202) 789-0471	Embassy of Estonia	1030 15th St., N.W. Suite 1000 Washington, DC 20005
Ethiopia Tel: (202) 234-2281 FAX: (202) 328-7950	Embassy of Ethiopia	2134 Kalorama Road, N.W. Washington, DC 20008
European Communities, Delegation of the Commission of the Tel: (202) 862-9500 FAX: (202) 429-1766		2100 M Street, N.W. 7th Floor Washington, DC 20037
Fiji Tel: (202) 337-8320 FAX: (202) 337-1996	Embassy of Fiji	2233 Wisconsin Avenue, N.W. Washington, DC 20007
Finland Tel: (202) 298-5800 FAX: (202) 298-6030	Embassy of Finland	3301 Massachusetts Ave., N.W. Washington, DC 20008
France Tel: (202) 944-6000 FAX: (202) 944-6336	Embassy of France	4101 Reservoir Road, N.W. Washington, DC 20007
Gabon Tel: (202) 797-1000 FAX: (202) 332-0668	Embassy of the Gabonese Republic	2034 20th Street, N.W. Washington, DC 20009
Gambia, The Tel: (202) 785-1399 FAX: (202) 785-1430	Embassy of The Gambia	1155 15th Street, N.W. Suite 1000 Washington, DC 20005

Germany, Federal Republic of Tel: (202) 298-4000 FAX: (202) 298-4249	Embassy of the Federal Republic of Germany	4645 Reservoir Road, N.W. Washington, DC 20007
Ghana Tel: (202) 686-4520 FAX: (202) 686-4527	Embassy of Ghana	3512 International Drive, N.W. Washington, DC 20008
Great Britain (See United Kingdom of Great Britain and Northern Ireland)		
Greece Tel: (202) 939-5800 FAX: (202) 939-5824	Embassy of Greece	2221 Massachusetts Avenue, N.W. Washington, DC 20008
Grenada Tel: (202) 265-2561 FAX: (202) 265-2468	Embassy of Grenada	1701 New Hampshire Ave., N.W. Washington, DC 20009
Guatemala Tel: (202) 745-4952 FAX: (202) 745-1908	Embassy of Guatemala	2220 R Street, N.W. Washington, DC 20008
Guinea Tel: (202) 483-9420 FAX: (202) 483-8688	Embassy of the Republic of Guinea	2112 Leroy Place, N.W. Washington, DC 20008
Guinea-Bissau Tel: (202) 872-4222 FAX: (202) 872-4226	Embassy of the Republic of Guinea-Bissau	918 16th Street, N.W. Mezzanine Suite Washington, DC 20006
Guyana Tel: (202) 265-6900	Embassy of Guyana	2490 Tracy Place, N.W. Washington, DC 20008
Haiti Tel: (202) 332-4090 FAX: (202) 745-7215	Embassy of Haiti	2311 Massachusetts Avenue, N.W. Washington, DC 20008
Holy See Tel: (202) 333-7121 FAX: (202) 337-4036	Apostolic Nunciature	3339 Massachusetts Avenue, N.W. Washington, DC 20008
Honduras Tel: (202) 966-7702 FAX: (202) 966-9751	Embassy of Honduras	3007 Tilden Street, N.W. Washington, DC 20008
Hungary Tel: (202) 362-6730 FAX: (202) 966-8135	Embassy of the Republic of Hungary	3910 Shoemaker Street, N.W. Washington, DC 20008

Iceland Tel: (202) 265-6653 FAX: (202) 265-6656	Embassy of Iceland	2022 Connecticut Avenue, N.W. Washington, DC 20008
India Tel: (202) 939-7000 FAX: (202) 939-7027	Embassy of India	2107 Massachusetts Avenue, N.W. Washington, DC 20008
Indonesia Tel: (202) 775-5200 FAX: (202) 775-5365	Embassy of the Republic of Indonesia	2020 Massachusetts Avenue, N.W. Washington, DC 20036
Ireland Tel: (202) 462-3939 FAX: (202) 232-5993	Embassy of Ireland	2234 Massachusetts Avenue, N.W. Washington, DC 20008
Israel Tel: (202) 364-5500 FAX: (202) 364-5610	Embassy of Israel	3514 International Drive, N.W. Washington, DC 20008
Italy Tel: (202) 328-5500 FAX: (202) 328-5538	Embassy of Italy	1601 Fuller Street, N.W. Washington, DC 20009
Ivory Coast (See Cote D'Ivoire)		
Jamaica Tel: (202) 452-0660 FAX: (202) 452-0081	Embassy of Jamaica	1520 New Hampshire Ave., N.W. Washington, DC 20036
Japan Tel: (202) 939-6700 FAX: (202) 939-6900	Embassy of Japan	2520 Massachusetts Ave., N.W. Washington, DC 20008
Jordan Tel: (202) 966-2664 FAX: (202) 966-3110	Embassy of the Hashemite Kingdom of Jordan	3504 International Drive, N.W. Washington, DC 20008
Kenya Tel: (202) 387-6101 FAX: (202) 462-3829	Embassy of Kenya	2249 R Street, N.W. Washington, DC 20008
Korea Tel: (202) 939-5600 FAX: (202) 797-0595	Embassy of Korea	2370 Massachusetts Avenue, N.W. Washington, DC 20008
Kuwait Tel: (202) 966-0702 FAX: (202) 966-0517	Embassy of the State of Kuwait	2940 Tilden Street, N.W. Washington, DC 20008

Laos Tel: (202) 332-6417 FAX: (202) 332-4923	Embassy of the Lao People's Democratic Republic	2222 S Street, N.W. Washington, DC 20008
Latvia Tel: (202) 726-8213 FAX: (202) 726-6785	Embassy of Latvia	4325 17th Street, N.W. Washington, DC 20011
Lebanon Tel: (202) 939-6300 FAX: (202) 939-6324	Embassy of Lebanon	2560 28th Street, N.W. Washington, DC 20008
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